

BUFFALO DISTRICT OFFICE NEWS

MAY 2011

Franklin J. Sciortino
District Director

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Helping small businesses
start, grow and succeed.



6th Annual Small Business Matchmaker Awards Luncheon & Expo a Success

On May 11, the Buffalo district of the U.S. Small Business Administration, SCORE Buffalo Niagara, and Business First of Buffalo held their 6th annual Small Business Matchmaker, Awards Luncheon & Expo which attracted more than 250 small businesses. The event was held at the Buffalo Niagara Convention Center and offered a selection of opportunities and events for Western New York small businesses.



Business Matchmaking is a public-private sector contracting initiative made possible through a cooperative agreement among the SBA, SCORE Buffalo Niagara, Usherwood Office Technology and Business First of Buffalo. The program works by matching small companies with government agencies and national businesses, which included Buffalo State and Niagara County Community Colleges, Xerox, Moog, Department of Veterans Affairs, just to name a few. The small business and the buyer then have a chance to meet one-on-one to negotiate a business deal for potential contracts.

Four distinct events, all targeting growth-minded businesses headlined the day's activities: Business Matchmaking, Small Business Exposition, Small Business Week Awards Luncheon, and a free 'Selling to the Government' workshop presented by SCORE Buffalo Niagara.

The entire day focused on helping small businesses grow and thrive in Western New York.

"Helping small businesses thrive is vital to jumpstarting the economy, and until now, entrepreneurs in pursuit of government and large-company contracts have often had to learn by trial and error, sometimes at great expense, and for mixed results at best," said Franklin Sciortino, district director.

"We are fortunate to have partners such as SCORE and Business First joining us in creating even more contracting opportunities in public and private sectors for small business."

Continued next page matchmaker

District Staff

District Director
Franklin J. Sciortino

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Paul Hoffman
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District Counsel
Mollie B. Gaughan

Rochester Branch Staff Directory

Branch Manager
Malcolm Richards

Procurement Analyst
Joyce Spears

Program Support
Specialist
Tammi Bennett

Matchmaker

"SCORE Buffalo Niagara proudly supports this vital initiative to help small businesses reach new corporate and government markets," said Frank Uhlman, SCORE Buffalo Niagara chairman.

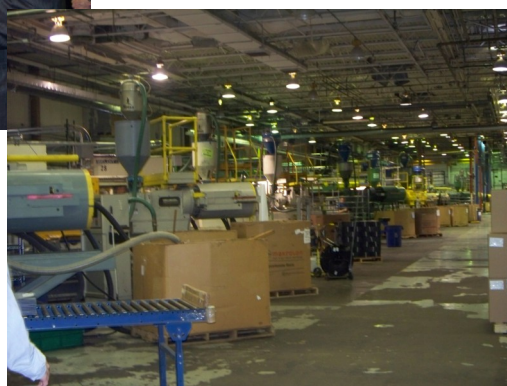
Small Business owners interested in learning more about business matchmaking are encouraged to visit the SBA website at www.sba.gov or contact our local office at (716) 551-4301.

Congressman Higgins, SBA Administrator Mills Tour Local Clean Energy Business

On Thursday, April 28 Congressman Brian Higgins and U.S. Small Business Administrator Karen Mills toured EcoStar, LLC., a local clean energy small business. Higgins, Mills and Edwin Staroba, general manager of EcoStar, highlighted and discussed the important role that small businesses play in clean energy manufacturing. SBA is helping companies like EcoStar to compete on a national level, as well as generate jobs in Western New York.



Innovative small businesses are leading the way for America to remain competitive and win the future. EcoStar uses recycled rubber to manufacture imitation slate roofing tiles, which can also be recycled at the end of their use. The tiles are an eco-friendly and aesthetically pleasing alternative to conventional steep slope roofing products. With the help of the SBA, through a difficult economy EcoStar has added eight employees and together with Staroba's affiliated companies, employs 80 people.



2011 SMALL BUSINESS WEEK AWARD WINNERS HONORED

The U.S. Small Business Administration Buffalo district honored it's 2011 local small business owners and champions on May 9 at the annual HSBC Bank Small Business Week awards reception and also on Wednesday, May 11 at the annual Small Business Week awards luncheon.

Franklin Sciortino, Buffalo district director said, "Small Business Week is an excellent opportunity to celebrate those small businesses that have helped make our nation great."

Small Business Week recognizes outstanding small business owners for their personal achievements and contributions to the nation's economy.

"SBA is proud to honor the men and women whose entrepreneurial spirit, dedication and hard work have helped create jobs and fuel the economy. Small business truly is where America works, and these successful small business owners and champions deserve the recognition for their achievements," said Franklin Sciortino.



Pictured from left back row: Tom Galbato Jr., Tim Galbato, Tom Galbato Sr., Clifford Bell, James Sullivan, Douglas P. Taylor, John McKeone, Richard Hannis, Anthony Angotti, Robert Lord Stevenson, Carla Kayes, Frances Galbato, Franklin Sciortino, Michele Cerrone, Maggie Burkard, and Carolin Soldo.

IRS Webinar for Small Business

Small Business Advantage: Put Our Knowledge to Work for You

This FREE webinar is for you: small business owners, self-employed persons, independent contractors and tax practitioners (please note: CPE credit is not available for attending this webinar)

Learn about: the new IRS brand for small business resources, discover multiple resources to help small businesses thrive, what are the benefits of using small business advantage and find out about opportunities available now for small business.

Register & Attend: click on the link to register for the session

<http://www.visualwebcaster.com/IRS/77699/event.asp?id=77699>

Women's Business Center

Are you interested in doing business with the federal government?

Join us for an introduction to the Women-Owned Small Business (WOSB) Federal Contracting Program and hear tips on how to sell to the federal government. You'll also find out how to become eligible for the WOSB program.

Women-Owned Small Business Contracting Rollout Seminar

When: Wednesday June 29, 2011
9:00–11:30am

Where: 130 S. Elmwood Avenue, Suite 423A
Buffalo, NY 14202

Register for this free informational seminar by calling 888-8280 or visiting www.canisius.edu/wbc

Welcome

Melinda Rath Sanderson, Executive Director, Canisius College WBC
Victoria Reynolds, Deputy District Director, U.S. SBA, Buffalo District

Selling to the Government, An Overview

Cattaraugus County Procurement Technical Assistance Center

Women-Owned Small Business Contracting Program

Joyce Spears, SBA Procurement Center Representative & Commercial Market Representative



Canisius College Women's Business Center: Western New York's premier resource for women owned business, offering immediate support not available elsewhere.

For information contact the Canisius College Women's Business Center at canisius.edu/wbc or 716-888-8280.

U.S. Small Business Administration



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